



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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SEPTEMBER, 2005

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – August 31, 2005

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large and National Banks				
1. Bank of America	332	9	341	\$14.9
2. Capital One Federal Savings	179	0	179	\$7.8
3. BB&T	67	18	85	\$29.0
4. Wachovia Bank	73	2	75	\$27.1
5. First Citizens	41	28	66	\$15.8
Community Express Lenders*				
1. Innovative Bank	252	0	252	\$1.7
2. Business Loan Express	70	0	70	\$1.6
Community Banks				
1. Surrey Bank & Trust Company	56	0	56	\$11.7
2. Southern Bank & Trust	16	2	18	\$2.3
3. The Fidelity Bank	8	3	11	\$2.3
4. Bank of Stanly	8	1	9	\$1.0
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	46	2	48	\$30.7
2. Self-Help Credit Union	31	0	31	\$2.5
Certified Development Companies				
1. Self-Help Ventures Fund		48	48	\$19.3
2. Centralina Development Corporation		28	28	\$14.8
3. Business Expansion Funding Corp.		22	22	\$7.6

*Only SBA CommunityExpress loans are tabulated in this category.

BLX RAISES COMMUNITY EXPRESS LOAN LIMIT TO \$50,000

Business Loan Express (BLX) has increased its maximum loan size under SBA's Community Express Loan program to \$50,000. From \$5,000 to \$50,000, the Community Express program remains unsecured with a term of 7 years. Interest rates are:

- * \$5,000 - \$25,000 = Prime + 4.75%, adjusted quarterly
- * \$26,000 - \$50,000 = Prime + 3.75%, adjusted quarterly

The new Fact Sheet and Application will be available on BLX's website shortly. For more information visit www.blxonline.com.

The Disaster Assistance office in Atlanta is coordinating the recovery efforts in Alabama and Mississippi. There have been a lot of questions concerning the assistance centers that have been made available to evacuees in states outside the damaged areas.

SBA DISASTER ASSISTANCE REFERRALS

Points of contact for disaster assistance relative to Hurricane Katrina:

Homeowners and renters must contact FEMA and register. Call **800-621-3362 (FEMA)** or Register online at **www.fema.gov**.

The SBA Disaster Assistance Customer Service Center can be reached at **800-659-2955, 800-877-8339** for the [hearing-impaired](http://www.sba.gov/disaster) or **disastercustomerservice@sba.gov**.

SBA business applications can be downloaded from the SBA website at www.sba.gov/disaster

SBA TEMPORARY DISASTER JOB OPPORTUNITIES FOR LOAN OFFICERS AND OTHER POSITIONS

In response to Hurricane Katrina, SBA is hiring temporary employees to assist with its disaster-recovery efforts. Immediate positions are available for field loan officers, construction analysts (damage verifiers) and customer-service representatives.

Field loan officers should have experience in analyzing financial data and making credit decisions. Construction-analyst positions require general computer knowledge and experience in residential or commercial construction. Customer-service representatives should have experience in providing information and assistance to the public concerning financial matters. The jobs are temporary, but could last as long as six months to a year, or even longer.

To apply for the positions, resumes can be faxed to (202) 481-2901 or e-mailed to DA2HR@sba.gov. Extensive travel and overtime are required, along with credit and background checks.

DEBUNKING THE MYTHS of the 504

Never done an SBA 504 loan? It's a good deal for both you and your customer.

Myth: Closing a 504 takes too long which places my client at risk of losing the building to someone else.

REALITY: As a rule, the issues delaying a 504 loan closing are generally third party problems, i.e. construction issues, environmental issues, documentation problems, appraisals, etc. The same problems found in projects financed by a non-504 loan.

REVISED IRS FORMS

The latest revision of IRS Form 4506-T (July 2005) with the SBA Logo on the form is now available on SBA's Banking site at www.sba.gov/banking.

REMINDER: NOMINATIONS FOR 2006 SMALL BUSINESS AWARDS

SBA is seeking nominations for the 2006 North Carolina Small Business Person of the Year and the Small Business Champion Awards. Please consider honoring one of your small business clients. Awards include: Small Business Exporter of the Year, SBA Young Entrepreneur of the Year, Minority Small Business Champion, Veteran Small Business Champion, Financial Services Champion, Home-Based Business Champion, Women in Business Champion, Small Business Journalist of the Year, and Jeffrey Butland Award for Family-Owned Business of the Year. Nomination packages must be received at the Charlotte District Office on or before Friday, **November 4, 2005**.

To find nomination guidelines and required forms, visit the SBA North Carolina District website at <http://www.sba.gov/nc> and click on the '06 Nominations Guidelines logo.

For more information contact Mike Ernandes at 704-344-6588 or mike.ernandes@sba.gov.

ON-SITE HELP AVAILABLE – CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local representative (see page 5) to arrange a *one-on-one meeting at your bank to guide you through the application process*.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come.

To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

<u>Upcoming Training</u> <u>2005 Dates</u>

October 12 November 9

2005 SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m. - 3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m. - 2 p.m.	919-467-1016
SBA District Office	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m. - 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m. - 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m. - 2 p.m.	828-328-6000
Mooreville Chamber	Mooreville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

NC DISTRICT OFFICE LENDER CONTACTS

David Dillworth	(704) 344-6578	david.dillworth@sba.gov
Karen Hoskins	(704) 344-6381	karen.hoskins@sba.gov
Thomas Neal	(704) 344-6577	thomas.neal@sba.gov
Cecelia Rolls	(704) 344-6810	cecelia.rolls@sba.gov

ASHEVILLE & WESTERN NC

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & SOUTHEASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1, 2004 – August 31, 2005

<u>Lender</u>	Total 7(a)	Gross 7(a) \$ Amount	504 Part	Gross 504 Part \$
Bank of America	332	\$ 10,130,200	9	\$ 4,774,973
Innovative Bank	274	\$ 1,837,000		
Capital One Federal Savings	179	\$ 7,785,000		
Business Loan Center	79	\$ 9,479,700	3	\$ 5,232,500
Wachovia	73	\$ 24,802,800	2	\$ 2,252,500
BB&T	67	\$ 17,820,000	18	\$ 11,263,772
Surrey Bank & Trust	56	\$ 11,754,000		
CIT	46	\$ 28,413,000	2	\$ 2,297,000
Bank of Granite	41	\$ 4,758,200		
First Citizens Bank & Trust	41	\$ 8,612,500	28	\$ 7,202,265
Self-Help Credit Union	31	\$ 2,503,860		
Wells Fargo	22	\$ 685,000		
Community West Bank	18	\$ 3,013,100		
Southern Bank & Trust	16	\$ 1,575,400	2	\$ 721,900
Community South Bank	12	\$ 11,361,000	4	\$ 3,948,580
New Century Bank	11	\$ 3,922,800		
Bank of Stanly	8	\$ 851,900	1	\$ 158,500
The Fidelity Bank	8	\$ 1,183,900	3	\$ 933,200
Comerica	7	\$ 3,957,000		
SunTrust Bank	7	\$ 292,000	2	\$ 1,413,264
Newtek	6	\$ 780,266		
Sterns Bank	6	\$ 996,750		
California Bank & Trust	5	\$ 1,243,000		
GE Capital	5	\$ 2,907,000	7	\$ 4,437,500
Temecula Valley Bank	5	\$ 7,753,400		
Banco Popular	4	\$ 4,042,700		
Carolina First Bank	4	\$ 1,611,838		
Cardinal State Bank	3	\$ 1,158,000	1	\$ 140,000
Carolina Bank	3	\$ 930,000		
Citizens Bank	3	\$ 4,413,000		
First National Bank of SO	3	\$ 1,125,000		
First Trust Bank	3	\$ 408,150	3	\$ 844,925
Independence Bank	3	\$ 617,500		
Lexington State Bank	3	\$ 1,043,656	1	\$ 350,000
Sound Banking Company	3	\$ 102,500		
Southern Community Bank	3	\$ 304,196	2	\$ 8,666,000
American Express Centurion	2	\$ 50,000		
Cabarrus Bank & Trust	2	\$ 180,000		
Catawba Valley Bank	2	\$ 130,000		
Coastal FCU	2	\$ 317,250		
Coastal Federal Bank	2	\$ 368,000		
Crescent State Bank	2	\$ 108,000		
First Charter Bank	2	\$ 490,000	4	\$ 1,656,500
First South Bank	2	\$ 210,000		
FNB	2	\$ 335,000	2	\$ 1,670,500
Gateway Bank & Trust	2	\$ 395,000		
Lehman Brothers Bank	2	\$ 778,500	1	\$ 425,000
Loan Depot Lending	2	\$ 1,733,000		
Main Street Bank	2	\$ 1,741,000		
Morris Plan Bank	2	\$ 275,000		

SBA North Carolina District Loan Approvals October 1, 2004 – August 31, 2005
(continued)

Morris Plan Bank	2	\$	275,000		
The Heritage Bank	2	\$	510,000		
United Midwest Savings Bank	2	\$	2,000,000		
Unizan Bank	2	\$	3,191,000		
Waccamaw Bank	2	\$	354,350	1	\$ 600,000
American Community Bank	1	\$	150,000	1	\$ 683,250
Business Carolina	1	\$	850,000		
Business Lenders LLC	1	\$	150,000		
Capital Bank	1	\$	1,000,000		
First Gaston Bank	1	\$	237,254	4	\$ 1,895,000
First National Bank & Trust	1	\$	147,500		
First National Bank of AZ	1	\$	228,000		
First National Bank of Shelby	1	\$	274,000	2	\$ 161,280
National Coop	1	\$	175,000	1	\$ 736,053
New Century Bank -Fayetteville	1	\$	250,000		
Old National Bank	1	\$	65,000		
Peoples Bank	1	\$	264,000	1	\$ 2,000,000
PNC Bank	1	\$	164,400		
RBC Centura	1	\$	400,000	4	\$ 3,825,000
Sterling South Bank	1	\$	210,165	1	\$ 236,200
The Bank of Asheville	1	\$	41,000	2	\$ 349,500
Unity Bank	1	\$	105,000		
UPS Capital Business Credit	1	\$	235,000		
Bank of the Carolinas				1	\$ 1,014,750
Carolina First Bank				1	\$ 665,100
CCB				1	\$ 227,500
Citizens South Bank				1	\$ 245,000
Cooperative Bank				1	\$ 177,000
First Bank				1	\$ 978,000
First Community Bank				1	\$ 325,000
Lumbee Bank				1	\$ 1,075,000
Macon Bank				1	\$ 690,800
Mechanics & Farmers				2	\$ 1,723,461
Mid Carolina Bank				3	\$ 2,120,500
Regions Bank				2	\$ 2,097,700
The Little Bank				1	\$ 446,550
Zions Bank				4	\$ 1,279,418
Unreported Lenders				2	
Totals	1444	\$	202,287,735	135	

SBA North Carolina District 504 Certified Development Company Loan Approvals
October 1, 2004 – August, 2005

<u>Certified Development Corps.</u>		
Self-Help Ventures Fund	48	\$ 19,297,000
Centralina Dev. Corp.	28	\$ 14,817,000
BEFCO	22	\$ 7,585,000
Asheville Buncombe Dev.	10	\$ 3,334,000
Northwest Piedmont Dev.	7	\$ 4,495,000
Wilmington Ind. Dev.	7	\$ 2,839,000
Neuse River Dev.	6	\$ 3,159,000
Smoky Mountain Dev.	3	\$ 1,306,000
Region C Dev.	2	\$ 127,000
Region D Dev.	1	\$ 181,000
Region E Dev.	1	\$ 117,000
	135	\$ 57,257,000